

Message Text

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ACTION NEA-10

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USDOC FOR CAGNE: MAJOR PROJECTS AND TENNY, ATHENS FOR RTDO

E.O. 11652: N/A
TAGS : EAIR, ECRE, EIND, BENC, TC
SUBJECT : MAJOR PROJECT: DUBAI--UPDATE ON JEBEL ALI AIR AND SEA P
ORT
AND INDUSTRIAL COMPLEX

REF: (A) USDOC 17497; (B) ABU DHABI 2122

SUMMARY: OPPORTUNITIES FOR US FIRMS TO WIN CONTRACTS FOR
MAJOR CIVIL PROJECTS STILL EXIST WITHIN THE JEBEL ALI
COMPLEX. AMONG THESE ARE AN INTERNATIONAL AIRPORT, HOUSING
FOR TWENTY-FIVE THOUSAND PEOPLE, AND A ROAD COMPLEX. END
SUMMARY.

1. ALTHOUGH AGREEMENTS IN PRINCIPLE WITH UK, JAPANESE,
AND LOCAL FIRMS WERE REACHED THIS SPRING (REF. B),
OPPORTUNITIES STILL EXIST FOR SEVERAL MAJOR CIVIL
WORKS CONTRACTS AT THE JEBEL ALI COMPLEX. AMONG
THESE ARE THE DESIGN AND CONSTRUCTION OF:
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-- AN INTERNATIONAL AIRPORT CAPABLE OF HANDLING 747'S
AND CONCORDES,

-- AT LEAST SIXTY WAREHOUSES AND OTHER ON-SHORE
FACILITIES FOR THE CONTAINER SECTION OF THE PORT
INCLUDING FIVE CONTAINER CRANES AND BULK CARGO HANDLING
EQUIPMENT,

-- HOUSING AND FACILITIES FOR A CITY WHICH MAY REACH
25,000 INHABITANTS BY THE MID 1980'S, AND

-- A ROAD COMPLEX FOR THE WHOLE JEBEL ALI AREA.

2. NO TENDERS HAVE BEEN ISSUED FOR ANY PART OF THE
JEBEL ALI PROJECT, NOR ARE ANY LIKELY TO BE ISSUED,
AS ALL AWARDS TO DATE HAVE BEEN NEGOTIATED.

END UNCLASSIFIED.

3. BEGIN L.O.U. GETTING "HARD" INFORMATION ON PROJECTS
IN DUBAI CAN BE DIFFICULT, ESPECIALLY WHEN LARGE SUMS
ARE INVOLVED. DESPITE A RECENT REPORT PUBLISHED IN THE
SEPTEMBER, 1976, ISSUE OF THE STANDARD CHARTERED BANK
REVIEW WHICH STATED THAT HALCROW MIDDLE EAST LTD. HAD
WON THE DESIGN CONTRACT FOR THE AIRPORT, WE HAVE BEEN
ASSURED BY A VERY SENIOR AMERICAN BUSINESSMAN WHO HAS
THE CONFIDENCE OF THE RULER THAT THERE IS STILL TIME
FOR AMERICANS TO ENTER THE RACE FOR THE DESIGN AND CERTAINLY
FOR THE CONSTRUCTION OF THE AIRPORT AND THE OTHER PARTS
OF THE COMPLEX WHICH WERE NOT AWARDED LAST SPRING (REF.B).
A MEMBER OF THE RULING FAMILY COMPLAINED TO AN EMBASSY
OFFICER THAT PROPOSALS SUBMITTED BY A CANADIAN FIRM FOR
THE DESIGN OF THE ROAD NETWORK FOR THE PORT
AND ITS ASSOCIATED CITY WERE "FAR TOO EXPENSIVE".
OUR SOURCE ASKED THE OFFICER WHETHER HE KNEW OF
ANY AMERICAN FIRMS WHO COULD UNDERTAKE THE DESIGN OF THE ROAD
COMPLEX. OFFICER REPLIED THAT HE DID AND MENTIONED TWO FIRMS
WHICH HAVE OPENED OFFICES IN DUBAI WITHIN THE PAST YEAR
(TURNER AND CENTRY/C.S.D.). OFFICER ADDED THAT HE
WOULD REPORT THE PRINCE'S COMMENTS AND THAT, AS A RESULT,
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OTHER FIRMS MIGHT SEEK TO CONTACT THE GOVERNMENT OF
DUBAI ON THE MATTER.

4. DUBAI MUNICIPALITY DIRECTOR HAMZA HAS ASKED THE
DUBAI OFFICE TO RELAY WRITTEN QUESTIONS ON THE JEBEL
ALI COMPLEX THROUGH HIM TO SHEIKH MOHAMMED, WHO HAS
BEEN ENTRUSTED BY THE RULER WITH OVERSEEING MANY OF THE
DETAILS OF THE PORT COMPLEX AND ITS ASSOCIATED

AIRPORT. HAMZA ALSO STATED THAT THE BOEING CORPORATION HAS HELD SOME DISCUSSIONS WITH SHEIKH MOHAMMED ABOUT THE CONSTRUCTION OF THE AIRPORT AND SHOWED AN EMBASSY OFFICER A BOEING SKETCH OF THE AIRPORT WHICH HE HAS TACKED TO THE WALL OF HIS OFFICE.

5. CONCLUSION: DUE TO HABITUAL DUBAI GOVERNMENT CLOSENESS WITH FACTS, US FIRMS MAY WISH TO CONTACT EMBASSY COMMERCIAL OFFICE IN DUBAI FOR FURTHER ASSISTANCE. END L.O.U.
DICKMAN

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